

Message Text

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16

ACTION EB-07

INFO OCT-01 EUR-12 EA-06 ISO-00 IO-10 CAB-02 CIAE-00

COME-00 DODE-00 DOTE-00 INR-05 NSAE-00 RSC-01 FAA-00

L-02 SS-15 H-01 /062 W

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R 214400Z NOV 74

FM AMCONSUL MELBOURNE

TO SECSTATE WASHDC 2438

INFO AMEMBASSY CANBERRA

AMCONSUL SYDNEY

AMEMBASSY LONDON

AMCONSUL MONTREAL

LIMITED OFFICIAL USE MELBOURNE 1355

MONTREAL FOR ICAO REPRESENTATIVE

E.O. 11652: N/A

TAGS: EAIR, AS

SUBJECT: CIVAIR: AUSTRALIA-EUROPE PROPOSED AIR FARE INCREASE

REF: MELBOURNE 1289

1. IN AN INFORMAL, "ENTRE NOUS" TYPE CONVERSATION ABOUT THE PROPOSED NEW EXCURSION AIR FARES BETWEEN AUSTRALIA AND EUROPE, TREVOR PYMAN VERY SPECIFICALLY STATED THAT THE REASON NEITHER PAN AM NOR WE WERE CONSULTED OR EVEN ADVISED OF THE PENDING ACTION WAS BECAUSE ATG CONSIDERED IT TO BE AN AUSTRALIAN/EUROPEAN AFFAIR. TO THEIR MIND, PAN AM HAD ONLY SIXTH FREEDOM CARRIER RIGHTS AND, THEREFORE, IT WAS OF NO MORE CONCERN TO US THAN THE US GOVERNMENT'S CONCERN WITH KLM PICKING UP GATEWAY TRAFFIC IN EUROPE.

2. PYMAN JUSTIFIED THE HIGHER U.S. FARE ON THE EXTRA MILEAGE INVOLVED; IT WAS NECESSARY TO RECOUP ALL COSTS THESE DAYS, HE SAID.

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3. THE PROPOSED FARE WILL BE EFFECTIVE DECEMBER 1 OR AS SOON AS THE OTHER SIX COUNTRIES INVOLVED APPROVE; PYMAN SAID THAT THE "KEY COUNTRY" IS READY TO SAY YES, AND WHEN IT DOES THE REST WILL FALL INTO PLACE. IF PAN AM DOES NOT CHARGE THE FARES AFTER DECEMBER 1 THEY WILL BE IN VIOLATION OF THE RATE STRUCTURE AND A CONFRONTATION CAN BE EXPECTED.

4. COMMENT: WHEN ASKED WHY ATG DID NOT AT LEAST ADVISE CONGEN OF THE PENDING ACTION AS A FRIENDLY GESTURE SINCE THEY MUST HAVE ASSUMED THERE WOULD BE REPERCUSSIONS FROM THEIR ACTION, PYMAN REITERATED THAT THEY DID NOT THINK IT CONCERNED US. WHEN ASKED IF HE THOUGHT THIS GESTURE COULD BE INTERPRETED AS CREATING NEW PROBLEMS OR JUST BEING UNFRIENDLY, HE REPEATED THAT IN GOOD FAITH THEY DID NOT JUDGE IT TO BE SOMETHING WHICH WOULD CAUSE PROBLEMS.
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30 JUN 2005

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